

## ASSESSING NEW OPPORTUNITIES FOR CHANGING COMPANY

**ABOUT PROGRESSIVE INDUSTRIES.** Progressive Industries is part of a family of locally-owned companies in Morgantown, West Virginia. Its history in Monongalia County dates back to the late 1950s when Progressive was one of the country's first underground mining equipment repair and rebuild shops. Today, the company employs about 25 people in manufacturing, rebuilding, and repairing equipment for mining, oil and gas, and general industry.

**THE CHALLENGE.** Progressive Industries enjoyed decades of steady work. However, being largely dependent on a single industry left the company vulnerable, and when West Virginia's mining industry began to slow down, the workforce of 45 dwindled to less than 10 employees. Progressive needed to diversify into other industries, but was left with few resources. The company decided to contact the West Virginia Manufacturing Extension Partnership (WVMEP), part of the MEP National Network, for assistance.

**MEP CENTER'S ROLE.** WVMEP began with a series of on-site technical assessments, which involved interviews with staff members, facility observations, and training and guidance for Progressive Industries employees. Using a Lean process assessment, WVMEP made recommendations for improvements in 14 categories. A safety assessment gave the company a detailed list of potential safety concerns with recommendations for corrective measures.

Next, WVMEP conducted an energy assessment, thoroughly reviewing energy bills and collecting data from the relevant devices to better understand the company's energy consumption. The exercise resulted in a handful of energy saving recommendations, including lighting changes that will reduce annual costs for Progressive.

After completing the technical assessments, WVMEP led Progressive through a value stream mapping event for one of their regular rebuild products. During the multi-day training, Progressive created a current state map with a list of non-value added activities and potential causes for these issues. WVMEP provided recommendations for bidding on new contracts and an action plan for moving forward.

Lastly, WVMEP assisted with a complete redesign of Progressive's website to update the content and appearance and ensure consistency between the company's digital and printed marketing efforts.

"MEP helped us with programs that we couldn't do ourselves. Any question we had—even if it didn't have to do with what we were working on—they gave us direction. It was a really tough time for us and they gave us support and confidence in areas that we had never thought of. The value stream mapping, for me, was amazing. I think the process and the way they worked with our staff was wonderful. I would recommend it for anyone."

-Heather Cyphert, Owner

## RESULTS



5 energy saving recommendations



Lighting changes will save \$5,600 per year



60 process improvement recommendations



9 value stream recommendations for bidding on new contracts

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